



news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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OCTOBER 1986 SALES FOR THE METAL TREATING INDUSTRY DECREASE 0.9% FROM THE OCTOBER 1985 FIGURES

The October 1986 sales total amounted to \$42.6 million, down slightly from \$43.0 million in October 1985. However, October billings are up 16.2% from August 1986, the lowpoint for the year.

The Commercial Heat Treating Industry showed a year-to-date decline of 1.4%. Industry-wide, total billings for the January-October period were \$401.7 million, compared to \$407.5 million in 1985.

Three of the nine MTI districts declined from their October 1985 performance. Four districts were below their 1985 year-to-date sales.

A summary of percentage change by geographic regions follows:

	District	Oct 86 vs. Oct 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	8.2	10.7
2	Middle Atlantic (NY-NJ-E. PA-MD)	-10.2	- 6.3
3	South Central (W. PA-OH-IN-KY)	5.4	4.7
4	Michigan	- 6.7	- 4.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	1.9	7.9
6	North Central (IL-WI-MN-MO-IA)	1.4	- 4.8
7	Pacific Coast (CA-AZ-ORE-WASH)	2.3	1.1
8	Southwest (TX-OK-AR-CO-LA-UT)	-23.3	-26.5
9	Canada	11.5	9.6

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

OCTOBER, 1986

BILLINGS FOR MONTH

	Total Members ¹	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	42953.1	42583.9	- 0.9	100.0	100.0
Dist. 1	17	3341.7	3615.7	8.2	7.8	8.5
Dist. 2	44	5199.8	4669.3	-10.2	12.1	11.0
Dist. 3	60	7735.5	8156.8	5.4	18.0	19.2
Dist. 4	33	6045.7	5637.9	- 6.7	14.1	13.2
Dist. 5	23	2234.6	2276.2	1.9	5.2	5.3
Dist. 6	49	7278.5	7363.3	1.4	16.9	17.3
Dist. 7	41	5867.4	6001.3	2.3	13.7	14.1
Dist. 8	25	2908.5	2231.4	-23.3	6.8	5.2
Dist. 9	16	2341.4	2611.8	11.5	5.5	6.1
Foreign	11					

BILLINGS TO DATE

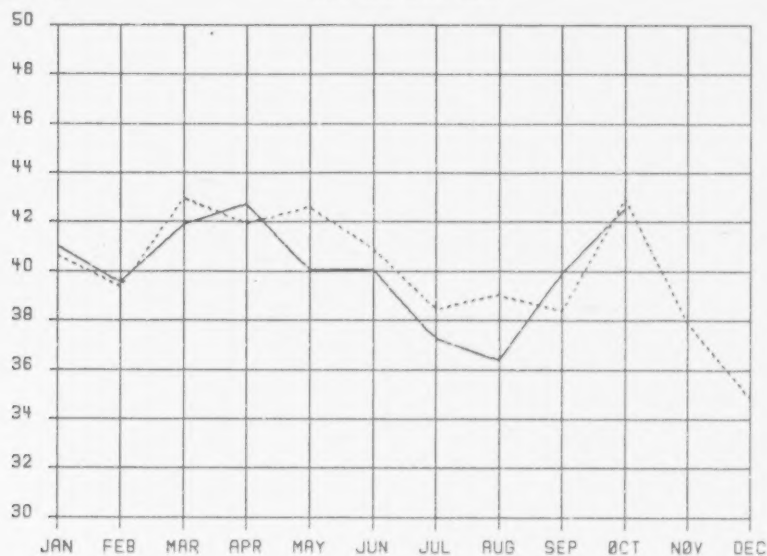
	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	407473.8	401658.7	- 1.4	100.0	100.0
Dist. 1	29393.9	32527.7	10.7	7.2	8.1
Dist. 2	46978.4	44028.5	- 6.3	11.5	11.0
Dist. 3	72168.4	75545.2	4.7	17.7	18.8
Dist. 4	57564.0	55216.9	- 4.1	14.1	13.7
Dist. 5	21302.1	22988.2	7.9	5.2	5.7
Dist. 6	72056.1	68616.4	- 4.8	17.7	17.1
Dist. 7	56720.7	57332.9	1.1	13.9	14.3
Dist. 8	29993.1	22053.2	-26.5	7.4	5.5
Dist. 9	21297.2	23349.2	9.6	5.2	5.8

¹ Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86

MILLIONS

NATIONAL BILLINGS

1985 - - - -
1986 - - - -



Gain or Loss

Monthly

% Change

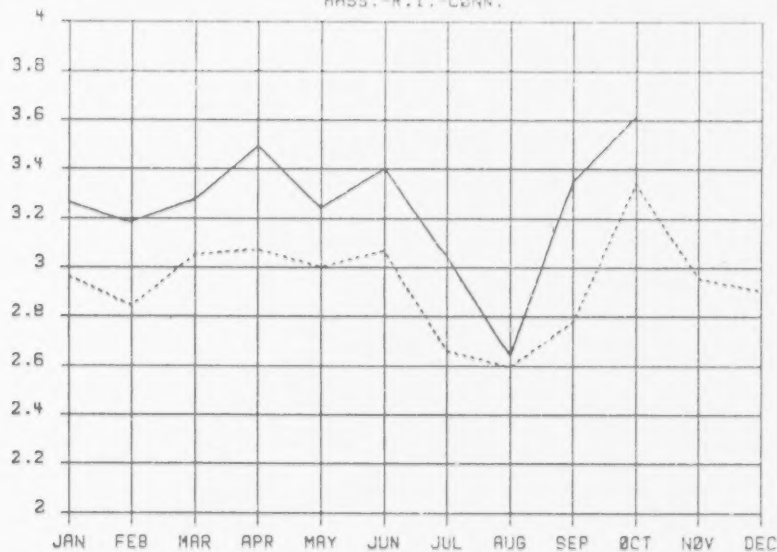
Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	1.0	0.5	-2.5	1.9	-6.0	-2.1	-3.1	-6.8	3.9	-0.9		
% Change	1.0	0.7	-0.4	0.2	-1.1	-1.2	-1.5	-2.1	-1.5	-1.4		

MILLIONS

DISTRICT 1
MASS.-R.I.-CONN.

1985 - - - -
1986 - - - -



Gain or Loss

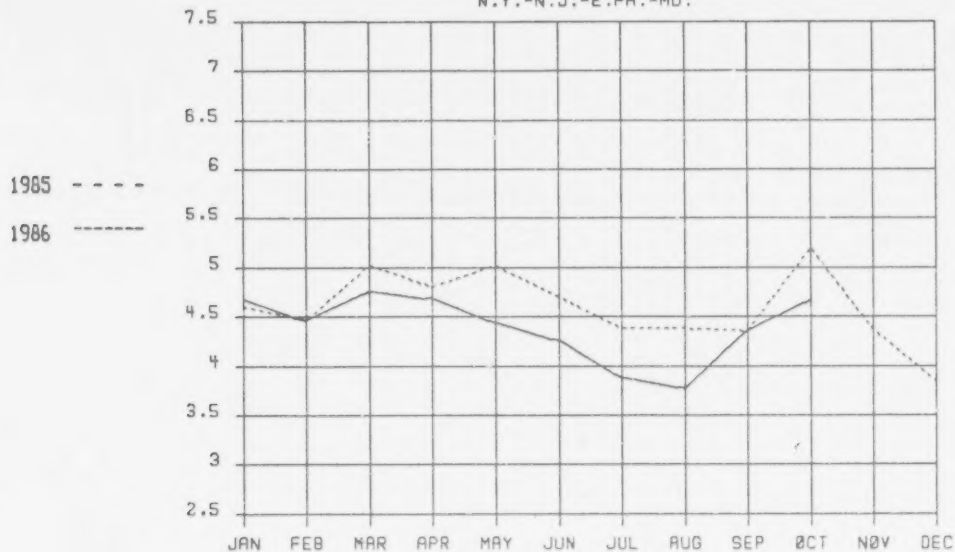
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	10.0	12.0	7.3	13.7	8.1	10.9	14.4	1.8	20.5	8.2		
% Change	10.0	11.0	9.7	10.7	10.2	10.3	10.8	9.8	11.0	10.7		

MILLIONS

DISTRICT 2
N.Y.-N.J.-E.PR.-MD.

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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Gain or Loss

Monthly

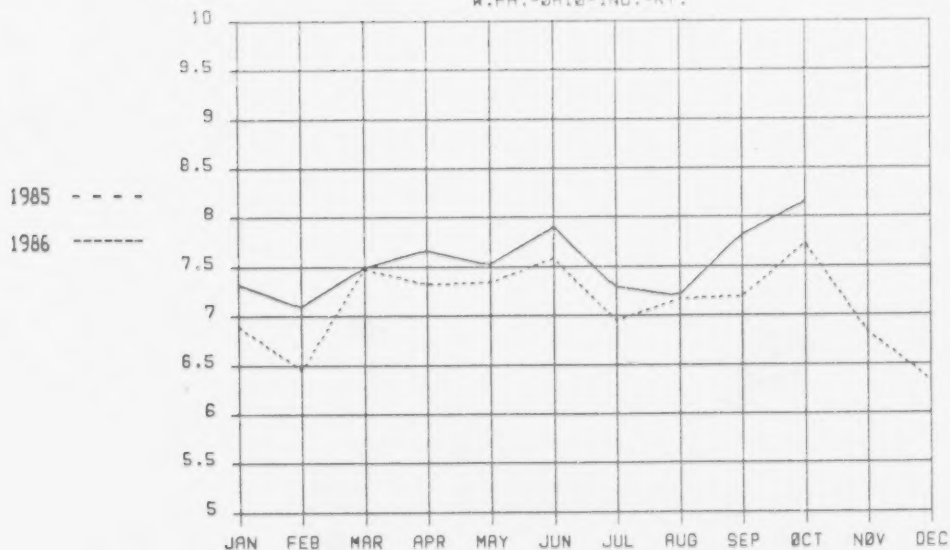
Gain or Loss	1.6	0.2	-5.3	-2.4	-11.6	-9.3	-11.4	-13.8	0.2	-10.2		
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% Change

Cumulative

% Change	1.6	0.9	-1.3	-1.6	-3.7	-4.6	-5.5	-6.5	-5.8	-6.3		
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MILLIONS

DISTRICT 3
W.PR.-OHIO-IND.-KY.

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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Gain or Loss

Monthly

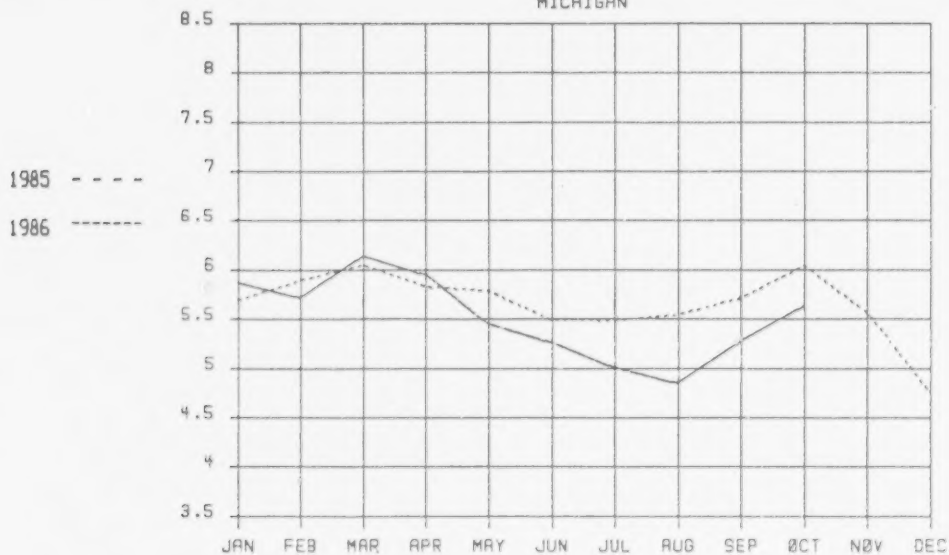
Gain or Loss	6.2	9.9	0.2	4.8	2.6	4.2	4.9	0.6	8.8	5.4		
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% Change

Cumulative

% Change	6.2	8.0	5.2	5.1	4.6	4.5	4.6	4.1	4.6	4.7		
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MILLIONS

DISTRICT 4
MICHIGAN

Gain or Loss

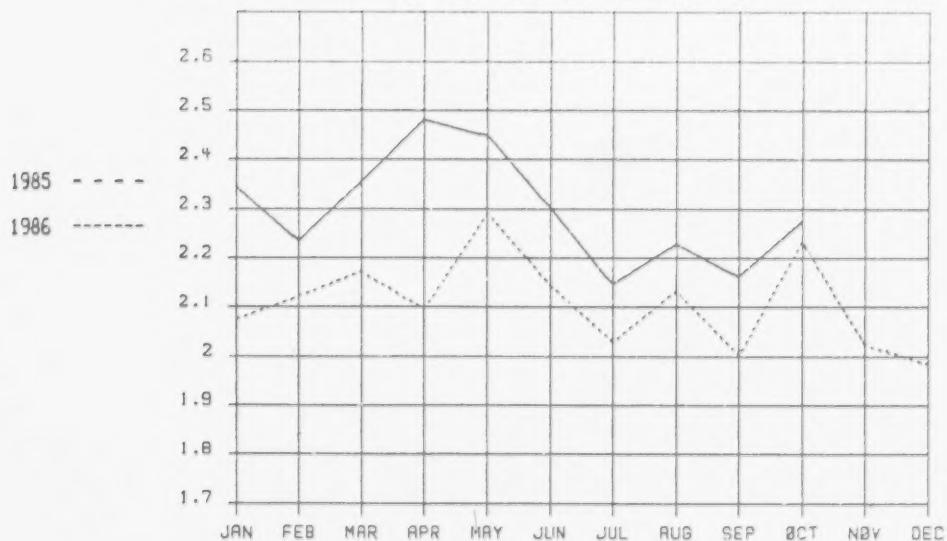
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	3.2	-3.0	1.4	2.2	-5.8	-4.1	-8.7	-12.4	-7.6	-6.7		
% Change	3.2	0.1	0.5	0.9	-0.4	-1.0	-2.0	-3.3	-3.8	-4.1		

MILLIONS

DISTRICT 5
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.

Gain or Loss

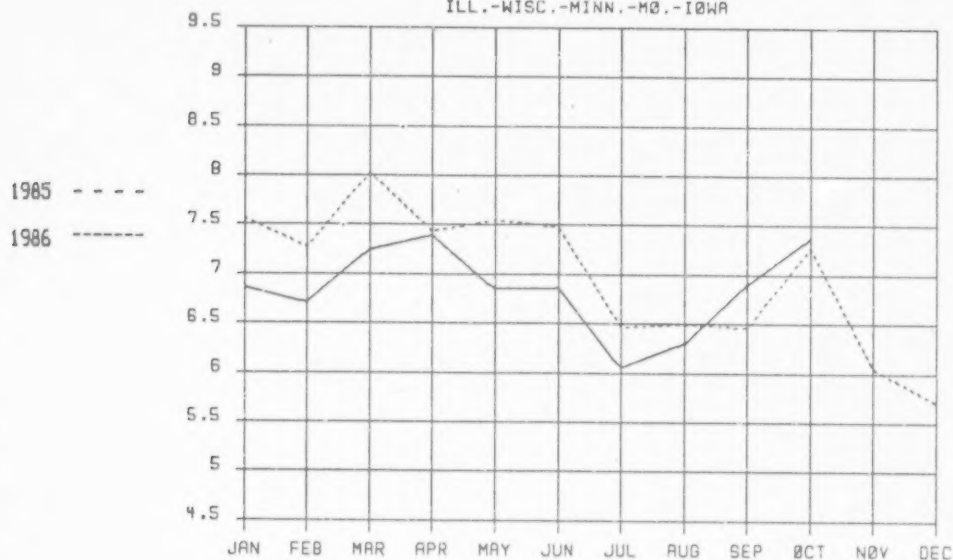
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	13.0	5.4	8.4	18.4	7.0	7.4	5.8	4.5	8.0	1.9		
% Change	13.0	9.1	8.9	11.3	10.3	9.8	9.3	8.7	8.6	7.9		

MILLIONS

DISTRICT 6
ILL.-WISC.-MINN.-MO.-IOWA

Gain or Loss

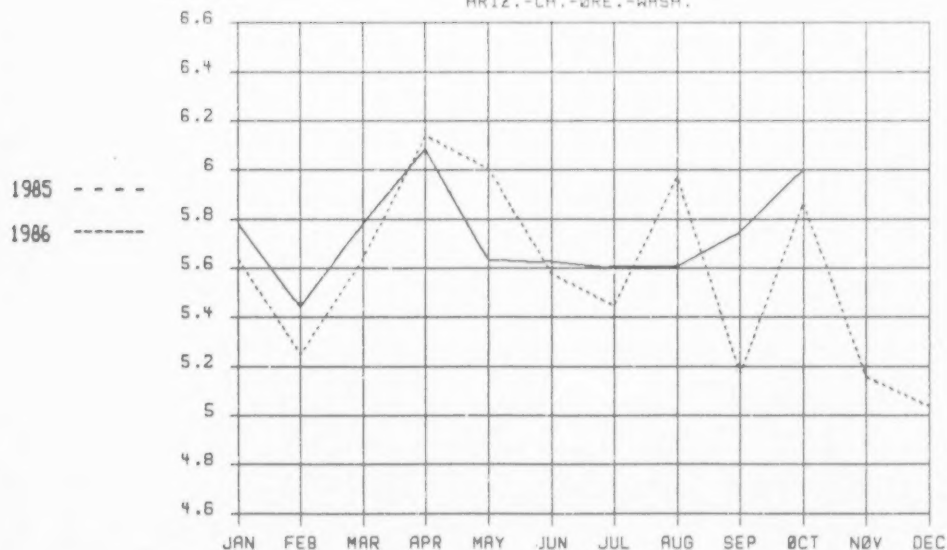
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	-9.2	-7.7	-9.7	-0.5	-9.2	-8.3	-6.3	-2.9	6.8	1.4		
% Change	-9.2	-8.5	-8.9	-6.8	-7.3	-7.5	-7.3	-6.8	-5.5	-4.8		

MILLIONS

DISTRICT 7
ARIZ.-CA.-ORE.-WASH.

Gain or Loss

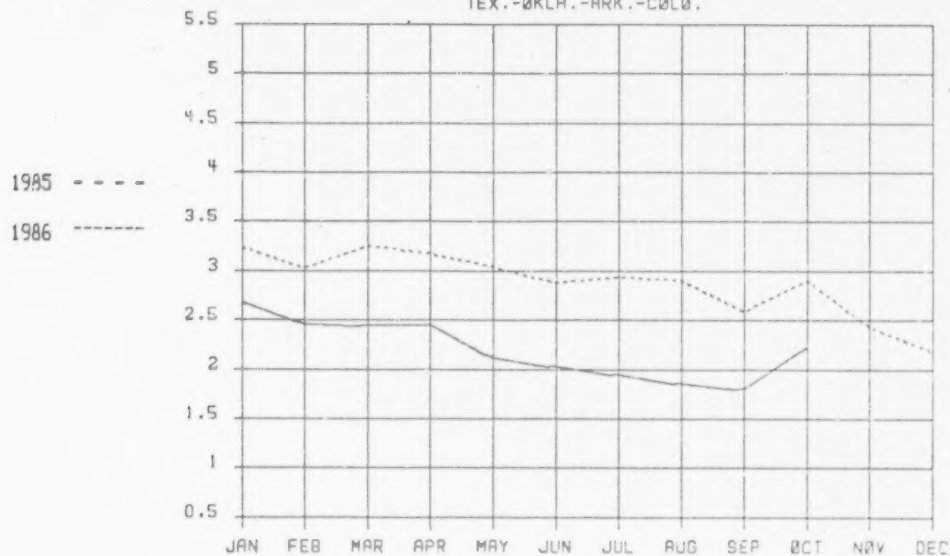
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	2.5	3.7	2.6	-0.9	-6.2	0.8	2.9	-6.0	-11.1	2.3		
% Change	2.5	3.1	2.9	1.9	0.2	0.3	0.7	-0.2	0.9	1.1		

MILLIONS

DISTRICT 8
TEX.-OKLA.-ARK.-COLO.

Gain or Loss

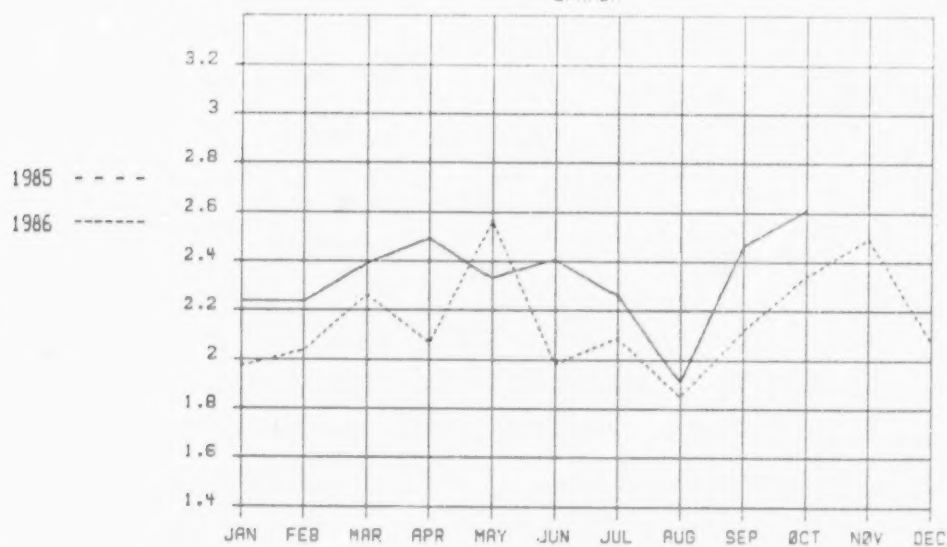
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	-17.5	-18.8	-24.8	-22.6	-30.3	-29.5	-33.7	-36.1	-30.2	-23.3		
% Change	-17.5	-18.1	-20.4	-20.9	-22.7	-23.8	-25.2	-25.5	-26.8	-26.5		

MILLIONS

DISTRICT 9
CANADA

Gain or Loss

Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	13.4	9.7	5.6	20.4	-9.0	21.3	8.4	3.2	16.2	11.5		
% Change	13.4	11.6	9.4	12.1	7.2	9.3	9.2	8.5	9.4	9.6		